THURSDAY EVENING, JAN. 15.

(Becluding Postage)

red at the Post-Office at New York as se class matter

WORLD UPTOWN OFFICE-1267 BROADWAY. BROOK LYN-38F FULTON ST. HARLEM-News

Department, 150 Karr 103TH ST., Advartise-ments at 277 Vast 115TH ST., Philladell-Pilla, Ph.-LEDGER BUILDING, 112 BOUTH STI St. WASHINGTON-610 14TH ST. LONDON OFFICE-32 COCESPURST., TRAVALORS

THE PRIZE-FIGHT.

The fight between DEMPSEY and FITZwas proven beyond question.

Another satisfactory thing in this match yield when he was knocked insensible.

manity, therefore, were brilliantly dis- and the schemer was left quite out of it. played in this fight. No one questions the merit of the New Zealand man, while the ing with the Sergeant in charge at the Twenty-greatest respect and sympathy is felt for first Free net Police Station last evening when the gritty endurance of his opponent.

GOOD NEWS.

The latest reports from the scene of the They are said to have consented to friendly matter is definitely and happily concluded until the Indians have surrendered their

If bloodshed can be avoided in the solupossible for peaceful measures to compass this justice, everybody should rejoice.

That is a touching instance of the which is afforded by the action of EDITH Annie, who for days ministered with wincovered. She brought most of them back to himself, so warm is ats friendship for him. life by her patient ministrations, though the brave girl had to see the corpse of her father, the Captain of the barkentine, con- has hosts of friends. He te Henderson B. signed to the enfolding waters of the Carri-Lenn. Brave, gentle girl, you are an honor

when the folly is in the line of "spooning." thorough and painstaking, and his worth is, A farmer nearly eighty years old has just perhaps, best appreciated by those whose to been compelled to discorre \$8,000 to a spinster on the shady side of forty whom he had woed and won and then from.

The man who caused the "L" locomotive to tumble into the street has been dis- of the line of which he is the American agent. covered. Without meaning to be facetious, his name is DENNIS. He had no business to turn it, but the switchman was no about and he thought he ought to. Decision on his case has been reserved by the State Board of Railroad Commissioners. Be just to the man but do not forget justice to the public.

SPOTLETS.

Crookedness is apt to leave a man straigtened.

Crops are so bad among the Indian farmers that our cavalry will find it hard to take a eropper out

I'mperor William is not much of a dancer, but h

Henry James has written a play, The dramati action must be as lively in it as an action at law.

I can't see much in any fad.
But, as an institution,
I know not one that's haif so bad
As the new-year resolution.

—Judge. Funny, that a gentlemen as patient as flob was

The ertist who had to do a picture of a man who

ung said it would be a pennie sketch.

It is no harm to say that Jay and his son George are two ghouls, but it should never be written that they are.

Turn about is fair play. We have hurled distribed at the Indians. Why shouldn't they send dire trit

That ferrybeat with a hole in her bettom thought use Governor's Island as a shore thing.

TALKING AGAIN OF CLOTURE.

Republican Senators Desperate -Prospects for an Extra Session.

[SPECIAL TO THE EVENING WORLD.] Washington, Jan. 15.—The prospects for an extra session of Congress are considered good this morning, owing to the taking up of the Force bill again.
The Republicans of the Senate have post-

tively blocked the way of the accessary logis-

lation in that booy, and in the House every-tant, is behindhand.

Never, indeed, has the situation been more unaromising than that in the present design-sitor, are again taking of doture in the Sen-sitor, are again taking of doture in the Sen-aic, if that should be attempted, it would greatly aggravate the trouble and be not un-likely to produce scenes of great excitement, dust what Mr. Hear's programme compre-hends is as yet unrevealed. n of wites is small, and unless he results cultakly he may find him-

I hear that Richard Harding Davis will, on Feb. 1, be associated with Mr. George William Curtis in the editorship of Harper's Weekly Mr. Davis has only been in New York a year but in this time has displayed liferary genius of a character that has lifted him to prominence. He is twenty-six years of Philadelphia. Mrs. Rebecca Harding Davis, the novelest, is his mother. He has a large BUBSCRIPTIONS TO THE EVENING WORLD circle of triends all of whom will be happy to

> The Governors of the Fellowersft Club neld a regular monthly meeting last night and elected as members Col. John A. Cockerill, Lieut, A. C. Bernheim, Lieut, G. L. Carden, W. J. Chamberlain and B. S. Smith. The repor of the Treasurer showed the Club to be on the high road to prosperty. A committee was appointed to neminate candidates who will be voted upon at the general meeting on Feb. 18.

I am surry to hear of the change that is to be made in the management of the Hotel Lincoln. at rifty-third street and Broadway. The new proprietor proposes to establish a handsome bar-room on the Broadway corner. Heretofore there has been no barroom at the Lincoln, and for this reason the hotel had been frequented by some of our best people. The new proprietor is Patrick McCann, Richard Croker's brotherin-law and the man who told so much about Mt. St. Vincent to the Fassett Committee.

The proposition to move the menagerie from Central Park to one of the parks across the SIMMONS at New Orleans yesterday was an bridge and place it in the hands of a admirable one as prize fights go. In the private corporation has once more come first place, it is frankly acknowledged that up before the Park Board. I fancy that the fight was won fairly. The prime con- this time it will receive more attention than I dition of both men is not questioned, and did, and that before the question is settled the the decided superiority of the New Zealand | public may hear something interesting conslugger over the New York middle-weight cerning the motives underlying the proposit

Frank Carroll, the Republican politician o is that the victor was generous and the the Fifth District, has been tolat by his own vanquished man was immensely "game." petard. When he saw defeat staring him in Again and again, when DENPSEY seemed, the face on the reorganization of the district hopelessly knocked out, he came up bravely last Spring, Carroll quietly imported ex-Comto get further punishment. Firzsimmons missioner Stephen H. French as a compromise candidate for leader. Mr. French was chosen and Mr. Carroll gained a year's respite in which to lodge more blows on his well-hammered to regain his lost prestige. When he attempted frame. But the plucky fellow would only to rid the district of French at the primary, however, he found that that gentleman had Several fine qualities of masculine hu- made a compact with Mr. Carroll's enemies

Ob, the vanity of Womankind! I was talka rum-sodden harridan was brought in by a old, and her unkempt white hair boog in tangled masses down her shoulders. Yet that old woman, picked out of the gutter, sunk Indian difficulty represents the Angel of about as low in the applial scale as 'twere possi-Peace as lighting on the tribes of hostiles, bie, had a spark of vanity in her composition. overtures, and are prepared to give up their old, and she would have done so had she been erms. The country will not feel that the confronted by her paptiamal certificate dated sixiy-five years ago.

I have that the Park Commissioners have agreed that toey will suppress no more news. Tury have annoquoed that all business transtion of this trouble so much is gained. Let actions by them in executive assion will be justice be done to these redskins, and if it is made public as soon as the session is ended. sessions in putito. The Legislature, which created them, can insist that they do so.

William A. Gans, the yonne lawyer who was strength and sweetness of woman's nature defeated in an attempt to supersede Solon B. Smith as Republic in leader in the Twentieth Assembly District, told me this morning that if he had thought Smith's reappointment as hing tenderness to a crew stricken with the Police Justice depended on his success at the lover from which she heraelf had just re- primary he would have voted the Smith ticket

There is a newspaper man in this city who light. He is a veritable mine of information and I can vouch for the fact that his popularity is not circumscribed by the kaleldoscopic whir There is no fool like an old fool, especially of his profession. He is, besides, bright, terests he daily serves.

Herman Ociriche, I hear, is preparing a elaborate menu for a "loner which he proposes The old gentleman to give to a select party of his friends on board used to insert strains of bucolic poetry of the new North German Lloyd steamer Spree the most artiess character into his letters to when she arrives next week. It is a special the lady. He was worth a pretty sum, not hobby of this athletic cipbman and steamship man to regale his friends, political and social, periodically in this fashion, and sure enough the dinners are not out of place, for they serve as a fitting occasion for inspecting the vessels

A Wise Precaution.

'You say you are a cuke?" said the Amerian heiress to a foreign suitor.

"I am."
"Well, if you will have your title insured in American Title Insurance Company I'i

A Great Record. [From Puch] The Minister-Have you ever cast your bres

Mrs. Riverbank (proudly)-Never since m A Gratifying Indorsement

"John, Charles, William," oried the boys mother, "where are those peaches I let "In our midet," returned the poys; an when the doctor called that night the mother km with ther little darlings had spoken trata-fully, as well as with a gramm tical accu-racy that is not universal. — Exchange,

An Unexpected Question. (From Judge, 1)
Mother-Clara, how old you stand in your

class to-nay ?" Class 10-hap?

Clara—Severth from head, mamma.

Mother—Well, I am iled you are doing better. By the way, how many were there in the class?
Clara (hesitating)—About seven.

The Devil of It.

(From Puch)

** George calls me his idol, and says I shall never have to do anything but let him worship me."
... Well, after you're married ne'll find plenty for idol hards to do."

An Extensive Collection. Miss Oldmand-Your room is very pretty. Miss Rosebno; but I wish you would drop to All presents, too.

All presents, too.

Miss Rosebul—Eirthday presents?

As it Happens Too Often. 'It is a pity that young Gowitt bash't taken more advantage of his opportunities.

'Yes, indeed; the trouble is that he has taken too much a reantage of those who offered the opportunities!"

THE WAYS OF WOMAN FAIR. PLAYS AND STAGE FAVORITES. GENERAL SPORTING GOSSIP. MISS BRIGGS, B. A.

Delight the Gentler Sex.

Millinery a Paying Business-Visiting Card Etiquette-Beautiful Women of Lima-Coral and Jet Trimming.

emart millinery is unquestionably a very good paying business for a young and pretty woman to engage in. With toques selling at \$19 and demi-dress bonnets at \$38, one cap stand the left-over stock.



The little ignoramus who calls on a resular reception day and sends in her card with the corner turned down gets the laugh every day. Turning down a card implies that its owner has son. It has a second meaning besides—namely,

Just now rice pudding is in favor as a dessert, followed by a liqueur of some hair-curl ing strength.

With the prevalence of throat and lung trouble comes more or less anxiety and a tendency to raise the line in evening bodices. Even with the towering Medicis collars, corsages are roped with curly ostrich tips, and a very nice thing for filling up the square neck is a gathered chemisette of wall-flower silk.

A dress for the Infanta Dona Entalla, daughter of the ex-Queen of Spain, is described by a Paris writer as a marvellous gold and silver woven brocade, on a ground of cream satin-The tablier of this rich material is cut vertically on the sides by narrow bands of suble fur; the long train is built of plain cream satis. The low-necked corange has one sid of brocade, the other of satin; the latter drawn soross the waist and fastened at the si-les in greaming folds. The trimming at the bust is formed of sable talls festooned over a gracef

and much spareciated; they are generally trimmed with velvet and tips of feathers. Capotes, with birds' heads standing erect or the summit, and small volvet toques that rest low upon the forehead and rise smartly at the largely purchased; the very big and picturesque hats being kept for carriage wear or afternoon visiting only.

Pendent to some of the fine gold bracelets is an inch or two of chain, to which is attached a key, heart or crescent made entirely of dis-

As all the world knows the women of Lima are provertial for their beauty. Such large, inquid, "soulful" eyes; such resebud lips and pearly teeth; such dainty hands and feet and pearly teeth; such dailty hands and feet and rounded arms and graceful figures it would be Casino. hard to find so commonly anywhere else on the earth. A comparatively few of the most ultra-fashionable wear modern hats and bonnels for tate occasions, but the vast majority still cover their glossy black tresses which the lace mantilla or black mants of silk or weolien. The latter is the only correct thing for church wear among young and old tich and poor; and a bonnet would no more be sllowed during service than a gentleman at the North would be expected to come to the communion altar with his hat on his head. But the mantas are and longer put on as formerly, so that only one eye of the wearer is visible, but are disposed with more or less coquettish effect, and are vastly more becoming to the Castillan type of beauty than the most claporate triumpus of

French millinery. The Eastern Idea.

ing is a good indian.

Eastern Friend-You don't say: When did
he die?

Much Needed

Doctor-Your health doesn't seem to be improving. I've seen thinking that a change would do you rood.
Sameo-So have I -a change of doctors.

| Irom Munery's Weekly. 1 Ethel-I know to is a financier, but he is not

Truly Prudent.

Man:-- How do you know?
E'hel.--lie didn't bay our engagement ring
until he was quite sure that I would accept
blus.

A Ray of Hope

An Impressive Warning.

IFrom the Boston Heald.

Teacher—Thomas, I saw you laugh just now.

What are you laughing at?

Tommy—I was just thinking about something.

Teacher—You have no business thinking rits. Sold by druggista. \$1: six for \$50. Prejude the parameter of the Giden Hours Corresponding the No. \$27. or New York, at Dux's ital, des Egath avenue, to-night.

Hall of the Chord Pleasure Ciub at Everett in the combines the positive exculone, the peculiar morit and the medicinal power of Hood's Sarsaper title. Sold by druggista. \$1: six for \$50. Prejude to the Paramount Pleasure Ciub of the Eighth and No. \$27. or New York, at Dux's ital, des Egath avenue, to-night.

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Entertalment of the Giden Hours Corresponding the No. \$27. or New York, at Dux's ital, des Egath avenue, to-night.

Dazzler " on the New Park Boards.

Philadelphia Proposes a Theatre Specially for Colored Actors.

the inextinguishable and the indefatigable Lydia Thompson on the bills for next week, and the still comely comedienne is to appear at the the classic but mysterious title of "The Dagsmall towns with much persistence, and "The Dazzier" has been, it is said, financially intereating. Being a farce-comedy, it has not been sed from any "Hamiet" point of view, and as Mira Thompson oar still sing and dance very agreeably she is equal to all its require-

Miss Thompson's daughter, Miss Zeffie Til bury, is also starring through the country, and while mamma is pirouetting in "The Dazzler, Zeme is sedately interpreting a reperiotre which includes "Hoodman Blind," "The Silver King," "East Lynne," "The Lights o' London," "As You Like It," and "In the Ranks." Mother frivois in farce-comedy, while daughter poses in Shakespeare, et al., which is rather an unusual condition of things. Miss Marie Tempest, who is now singing in

loston in "The Red Hussar," is going h to England in May for a little holiday and for a few frocks. She will return in September and oppear as the prima donna of the Casino about "The Man About Town" is the title of

arce-comedy by Will R. Wilson that is said to be reminiscent of "The Lion and the Lamb." t goes on the road Jan. 26, and the company ncludes Samuel Reed, Celle Ellis, Marie Brockel, William Jerome Mills, Henri Lynn, Tyrone Power, Harry Trayer, Beatrice Tif-Marie Dove. The play is to have plenty of music and seven pretty facer.

Philadelphia is to have a theatre for colored actors, and H. Henri Strange is to be at the beat of the company. Mr. Strange is said to be a very good actor.
"La Cigaie," Audran's comic opera, of

which T. Henry French has the American rights, was sung for the first time in America lest Sunday night in New Orleans. It was, cluded in the visit. If you were calling on a however, sung in French. The opera has met lady with two or three daughters you would with a good deal of ancoess in London. There turn down the corner of your card instead of was some talk of Miss Geraldine Ulmer purnasing it and bringing it to this country, but it has fallen into the hands of Mr. Prench.

Cute little Marie Jansen ("little" always ounds nice, though it is an adjective hardly applicable to plump Miss Jansen), now playing in Philadelphia, comes for an hout's recreation to the kaleidoscopic turmoil of Broadway. New York's actors and actresses generally pay flying visits to Ne w York when they are playing in the Quaker City, to freshen hemselves up a bit, as it were.

"Beau Aust in," the play now running at the Haymarket Theatre, London, seems, from all accounts, to be a pretext for " Beau Brummei." The Beau is played by Beerbohm Tree, The faithful valet is called Mouteth and the Prince of Wales becomes the Royal Duke.

Sig. Giovanni Tagliapietra will give a concert at Steinway Hall next Monday. With him will appear Miss Ids Kieln, soprano; Miss Rosa Linde, contr. Ho; Christian Fritsch, tenor; S. R. Milla, pisnist; Sig. Italo Campanini, and Nauan Franko, violaist.

draping of soft white chiffou.

Coral and jet, emi roidered on gold galloon, is the newest combination for dress and closar trimming, while fringes of the same are also utilized by the first-class dressmakers and milliners here, and when used sparingly with black are exceedingly (asteful and novel. Pearlbead chaptes) for the rebearable ne had a mistaker accelingly (asteful and novel. Pearlbead chaptes) for evening bonnets are also new, and much appreciated; they are generally lift. Gale's appearance and much appreciated; they are generally lift. Gale's appearance and much appreciated; they are generally lift. Gale's appearance and the special successful and novel. Pearlbead chaptes for evening bonnets are also new. Mr. Gale's appearance.

"Mr. Macaroni" is the pleasing title of a new farce-comedy, in which George F. Marion, "the peer of Italian dialect comed ans," is the star. He is to have a "superb" company. By the ye, when will companies oc ase to be "superb," actresses to be "distinguished," and actors "sterling?"

Richard F. Carroli, the comedian, has written a melodrama called "The Dago," There are notebooks for the women and girls we love, of various sizes, bound in Russia and morocco leather, the covers of which are embellianed with mosaic work done in bits of enamethed and painted leather.

The first of a series of Sunday night concerts will be given at Masonic Trimple next Sunday. They are to be popular and at popular prices. The list of artists includes Mass Edith Mason, last season with P. S. Gilmore: Mass Carlotta Sam, Mass Estelle Sam, J. W. Sharriey, Alfred Carel and W. A. Corey, organist and director.

Brooklyn Theatres.

The scenic features of E. E. Vance's "Limited Mail" at Proctor's Theatre are away above the Lights and shadows of life in the great metropolis are snown in Thompson and Hyer's drams, "The Two Slaters," now at the Amphion."

The Hyde Star Specialty Company, now at highest hierman's Theatre, are presenting the best vandeville entertainment of the season at that theatre.

Neveral taking specialties are introduced by Miller brothers in their new production of "Ksjanks," the local attraction at the Lee Avenue Academy of Music. Amy Ame-affords any amount of fun in the "W is of New York" at Holmes's Star Theatre. Kate Emmett, the star of te play personates a newsboy in a clever manner.

Louise Alien, who, by the way, is a Brook-lymite, introduces the new kangaroo dance and the old reliable skirt dance during the per-formance of "Dr. Bill" at Col. Sinn's New Park Theatre. Western Woman — I don't care what other people may say, Man-with-a-Hole-in-his-Stock-

TRIO OF BURGLARS BAGGED.

They Will Be Tried for Rifling Farmer's House on Long Island. James Henry and Charles Pfeiffer, two exconvicts, and J. cole Wagner, a lid of seventeen years, who were arrested last night in a Bowery lodging-house by Inspector Byrne,'s detectives, will be turned over to-day to the detectives, will be turned over to-day to the authorities of Valiery Stream, L. L. who will put them on trust for the burg any of Louiseig Rasina's house at that time the sign of Jan. S. Henry and Pfedfer told the Inspector mat they made voung Wa ner's acquantance in the longing-house. He told them he had been discharged by Rising, and the three plotted the bur-lairt, wagner quieted the farmer's dog and showed his accomplices how to enter the house.

its gang stole property valued at about \$500, of which nearly nail has been recovered.

Coming Events. Ball of the Paramount Pleasure Club of the Eighth and Ninth words at Artington Hall, East Eighth street, to-night,

Fads, Fashions and Fancies That Lydia Thompson to Bring Out "The There May Be a Bitterer Baseball War Than Last Year.

> Preparations for Next Season's Work at Princeton College.

As the baseball magnates progress with bare-knuckle fight to a finish. THE EVENING WORLD intimated such a state of sffairs 1 Monday's issue of this week, and sure enough week is half over.

The American Association people have been bested on many occasions by the National League. This is the chance of their life to get back on the League, and they are fully aware of the fact, and what is more, they are masters of the situation. The whole thing now hinges on one conces-

fight the magnates are verging on at present. The American Association want to place a representative club in Boston, or, in other words, are desirous of taking the Players' League Club of that city into their fold. This the Boston triumvirs will not hear of under any consideration.

The American Association is quietly resting on its arms and waiting developments. The National League is not prepared to give its for a reception and another for church. final answer out until it is sare that nothing rash will be done. If the answer is unfavorable, when it does

Association will most probably withdraw from that organization and join forces with the remnant of the Players' League. The Standard Athletic Club, of Greenpoint, will hold its amateur boxing competi under the rules of the A. A. U. at Turn Hall. Greenpoint avenue, two blocks from Greenpoint ferries, Greenpoint, L. L. on Thursday

and Saturday evenings, Jan. 98 and 94. A valuable gold water for winner in each class; a solid coin silver watch for second in each class. Entries close with George W. Wood, Club Rooms, Manhattan avenue and India Kelly, the Harlem Spider, and Frank Donoran will box ten rounce in Hoboken Monday,

Jan. 19. The Park Athletic Clab held a most successful enteriatement at its bandsome club-rooms at 55 Macdongal street last night, the occasion being the regular mouthly ladies' reception. The entertainment included a plane solo by Master Midicol and, a violin solo by Join Cosgrove, sones by Mr. Kelly, Frank McManon Missica Linzle Markey and Kitty O'Neil. Dancing was then begin and kept up until an early hour this morning. The Entertainment Committee consisted of Edward Moran, Frederick Lawrence, John F. Hogan, John Cosgrove, James Kelly, Thomas Nolao, Frank McMahon and Jesse Mor.

The Winter work of the Princeton football team began to-day in the gymnasium. Capt. It gas scat out his order that all men who have any idea of trying for the team in the Fall most do their work this Winter. Haseball prospects at Princeton are e-pecially bright. There are seventy-five candidates from the under classes, working under the direction of Capt. Dans.

Capt. Dans.

Billy Dacey says he is ready at any time to demonstrate his superiority to Walter Campbell, the Philadelphia boxer.

A singular piece of sporting news from abroad is that of the foundation of a vegetarian amaieur athletic club in London. The avowed object of the founders is to have a school for vegetarian athletes, which will in time produce as good runners, wrestlers, narriers and vaulers as any of those now before the public, who get their results on a meat diet.

The Louisvilles, isst year's champions of the Association, have been sold out to satisfy a mortes **. The Club will be chartered anew as the Louisville Base'sail Association.

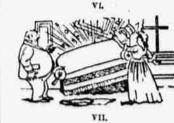
AN UNSOPHISTICATED PUP.













Not "Bachelor of Arts," but Just Simply "Book Agent."

Nell Nelson Tells of a Successful Woman Canvasser.

The Methods She Employs in Pursuing Her Vocation.

That's the name of a very bright young

woman connected with a prominent publishing house. Miss Briggs is a book agent. She is sion, and, practically speaking, the baseball war of last year is not to be compared with the proud of her profession, and what is more, she is a success—glory enough for any woman.

> Fancy her making a captivating tollet, waiting for the sunshine and providing herself with the latest style of calling cards to solicit subscriptions! That's what she does just as regularly

and systematically as one woman prepares Do you think it pays? Well, if the book is good-if it suits the taste of the individual to whom it is profcome, then the leading clubs of the American fered and if the day is bright and the sky

is clear this trim young diplomat will sell

one hundred books a month. Considering the inhumanity of woman, and the selfishness of her spirit, it is beau-

"When I started out to make a living."

tiful, it is wonderful!

said Miss Briggs, "I braced myself to the determination of making women help me. "I resolved that I would do my work like woman, because that is in my judgment the only way a woman can succeed. I approximated that my sex comprised one-balf the population of New York, that they were few, but it will disgust the multitude. the persons who could help me, and that I would make them do so. They might not want the particular book in hand, but the comfort they could give, the It is also business-like to meet weekly exsunbeams of encouragement they could penses by commissions so as not to enpour into my heart, the sweetness that their civility and consideration could infuse into my life and the influence and

to secure. I deserved it. I wanted it. I your house. needed it. And I got it. " Now let me surprise you. I have never been snubbed. No woman, not even the in every other work in which we may ignorant drudge who receives my card, has

friendliness they could extend I determined

ever repulsed me. " I have escaped rebuff, and in some indefinable way resisted the cut that impatience knows so well how to give. I was told by a superior to throw my shoulders back, to carry my head like a war-horse and to bear up.

" Better judgment convinced me that while my teacher meant well his philosophy was bad.

"I preferred gentler methods, I had seen a couple of boys boxing. I noticed that the stronger dodged the blows. I would dodge rather than receive those of defeat. Instead of bearing up and being burt, if not crushed. I would bend. "There is a sweet humility that becomes

pendence, and with that I tried to possess myself. Instead of the war-horse I took Mrs. Potter for a model, and if my head and shoulders could not be as pretty, it was a satisfaction to think I might copy their exquisite grace. "Fortunately I did not make the mistake

of going among men for orders. My work

a woman better than the armor of inde-

has been in the resident sections and wholly among women, from whom I have received the most charming courtesy. "I can truthfully say that the most pleasant hours of my life have been spent in this work and I feel that I owe the ladies of New York a vote of thanks for their

uniform kindness. "How do I escape repulsion? I never neet it. You know there is a saying that much of our happiness lies in ourselves, and so it is in business. Much of our success lies in ourselves, and we can make any work a pleasure if we take it up in the right spirit, and try to make it agreeable not only to ourselves but to those with whom we come in contact by this work.

"The great study of this business is to forget self and make it pleasant to others. "Almost every occupation of the present age is dignified by the titles of ' profession' or 'art.' We have 'protessors' and 'artists' in the most common and ordinary branches of work.

"Even dressmaking and cooking can com-

mand these titles, and it is even so with

this work of securing orders. I term it a

profession which admits of great results. out which requires, like all other lines of work, study, practice and patient perse-"In the three years which I have spent in the work of securing orders for books among ladies I have found it an absolute necessity to success that you take as much care of your personal appearance as though you were preparing your toilet to make a formal call. It is not that you need ex-

pensive garments, but they should be quiet in color, and in harmony, with fresh gloves,

neat shoes and the little accessories which denote the lady of refinement. " The next point to be considered is that one should be invariably pleasant and cultivate a cheerful and happy way of presenting herself and her subject. Make those upon whom you call feel that they are not bored, and endeavor to leave a pleasing impression of yourself.

Never mind how you are treated; keep in mind the firm determination to be a lady inder any provocation, as such a determination carried out will invariably meet with reward. "To keep in pleasant mood one must ive comfortably, so that much is gained by

what is expended on physical comforts.

Orders will more readily be obtained by looking well, feeling well and making your good spirits contagious. "The most desirable system that I have pursued is to get the names from the Direcory, taking every precaution against raising the dead. If by any chance I should ask a servant to send my card to a lady deceased I would at once withdraw, for such blunder would be most distressing.

" I always call on the wealthy or society

ladies between 10 and 12, leaving ear lier or later hours for the humbler homes. "It is wasted energy to send the name

is a great aid in securing an interview

among our wealthy ladies. The sending of

your business message will be a relief on

both sides, you feeling conscious that Mrs.

A. knows you are on a business errand,

and can find no fault if she comes in to see

you, while Mrs. B. is aware she is to

extending and accepting the courtesies in

social life, and the same should be ob-

served in the calls we make in our work, as

these small observances give dignity to

"In presenting the book an agent will be

guided by the person upon whom she is

calling, study, practice and observation

being the means of obtaining an easy,

agreeable way of approaching the subject.

the sale of a book. For instance, when

cooking classes are the fashion cook books

will sell; hand books on tennis depend

upon the bent of the season, while the best

time to sell religious works is during Lent.

"Immediately after the announcement

of a great man or woman's death a demand

for his or her works is created. Knowing

these conditions, an agent would proclaim

her ignorance by taking out a patriotic

"While it is absolutely necessary for the

agent to be conversant with the work and

its author, chatter is dangerous and com-

"I firmly believe that the word can be

won by a good talker, but the woman com-

petitor must talk like a woman. She may

be facetious, but not familiar: not verbose

and never sarcastic. Slang may amuse a

"In ordering books to fill orders I wait

verance meets with its reward in this as

A few more earnest, enthusiastic and in

telligent book agents like Miss Briggs could

break down the barrier between the pro-

FROM THE WORLD OF LABOR.

If in union there is strongth, there must be weak

Co-operative housekeeping on the Bellamy plan has been tried in Chicago, but it has not proved a success owing to mismanagement.

fession and society. NELL NELSON.

monplace remarks are to be avoided.

croach on the amount due the firm.

engage."

carol during the Summer.

"Public interest has a great deal to do with

never unwise.

MR. CORKERY'S GRATITUDE in. People's lives are too full to bother with strangers, intruders and inquiries.

HE SAYS HIS LIFE WAS SAVED BY TREATMENT RECEIVED JUST IN TIME. The investment made in calling cards is Case of Catarrh in Which Every Symp-"A plate with name and a 'social day'

tom Was Aggravated, and in Which the Sufferer Had Made Up His Mind in the corner, even, gives more weight, and

For forty-one years Daniel Corkery has lived in New York and its suburbs. Born in Ireland, as came to this country when New York was but a small city, and has worked for more than forty years for the numerous large contracters, for the Department of Public Parks, and for the Department of Public Works, generally as a foreman over a body of day laborers. He is known to thousands of workingmen, and the statement which follows will be of unterget to any who may know him, and who may have suffered as he has, though in a less degree. meet a stranger who evidently desires to see

meet a stranger who evidently desires to see

ther on a subject strange to her, and, in consequence, she does not meet with any annoyance or disappointment.

"Every lady knows what is proper in



OANIEL CORKERY, 1987H ST., INWOOD (Kingsbridge Road). "The disease wrecked my appetite; I lost fiesh until I was not much more than skin and bones; the disease was not much more than skin and bones; the disease was not much more than skin and bones; the disease was not man per state of the skin of t

FIVE DOLLARS A MONTH UNTIL

DOCTORS

BROADWAY, cor. 14th St., N. Y. City 187 MONTAGUE ST., BROOKLYN,

Must have been the many pretty edds and ends that show up after the great clearing out of the last few weeks, but we must get rid of every piece that repre-sents what was rather than what u to be. So they are re-marked at such bargain prices as will satisfy ven those who could find nothing good end heir money before.

ness in discord. The United Machinista' Union will elect new offi-cers next Saturday. Dr. F. J. Bruce has been elected medical exami-ner by Bricklayers' Union No. 1. 104, 106 AND 108 WEST 14TH ST. The Grocers' Association of Pittsburg has resolvened to sell any article bayeotted by labor organiza-

Boston.

The annual ball of Plumbers and Gasfitters' Union No. 1 will take place at Feltman's Tivoli, nouth Brooklyn, on Feb. 9.

Agricultural statistics show that too much corn is being produced in this country, and yet there are people stavering in our great eitles! The election of officers of Bakers' Union No. 87 resulted as follows: A. Ms.xwoll, Fresident; J. M. Huggins, Recording Socretary; Gluner Warren, Corresponding Socretary; George Oburchill, Financial Secretary; William Janndorf, Treasurer; Charles Hilton, Bargeant-ak-Arms; Charles Holmen, A. Maxwell, W. D. Young, D. Kpps, A. Tayles,

F. E. Mann has been elected delegate to the Hudson County Central Labor Union by the Jersey City Heights Section of the Socialist Labor party.
The new officers of Bakers' Union No. 37 are: W. Linsenmaner, President; H. Klose, Vice-President; J. H. Nienhurra, Financial Secretary; Charies Lebrer, Recording Secretary; John Peters, Treasurer.

elect permanen. Mosrs next week.

The workman of Vienna have organized a political organization called Griefaket (equality). At the first mass-meeting held by the new organization about 30, 000 persons were present.

The building trades' workmen employed on a row of structures on the corner of Broadway and Madison street, Srookya, went on strike yesterday because "seab" carpenters had been put to work.

Bookbinders' Union No. 7 has elected: Joseph Gatea, President; Frank Fullon, Vice-President; Utio Albro, Financial Becretary; Frederick Wallace, Recording Secretary; Charles Lockman, bergeau -st-Arms.

"Free contract under a system of unrestricted individual property holding has strangled liberty. The freedom of the individual is aid through the solidarity of the community becomes now the watch-word of progress." — E. Selfort Baz. The Vienna B-kars Benevolent Society has removed its labor bureau to 1983; Allen atreet. The new officers are John Kramer, Financial beoretary: Ignas Newmayer, Recording Secretary; Thomas Meoler, Treasurer: Joseph Gutter, Franker. Moder, Treasurer: Joseph Gutter, Trutes.
The new officers of Bricklayers' Union No. 3 are;
John Prindal, President; W. C. Trick, Vice-President; Thomas Wyong, Recording Secretry; Chas.
H. Rihl, Financial and Oxtresponding Secretary;
N. Dugan, Tressurer; Otto Kruger, Trustee: Joseph Armstrong, Boorseeper.

be described.

Credentials for delegates to the Indianapolis Convention on March 2, were sent out to the local unions of the Journeymen Baker, as of Contectioners international Union restarday, by Contectioners international Union restarday, by the Contection of the Journey Contection of the Content of the Contection of the Contection

The Beard of Directors for the Workman's Free School, of Yorkvile, has elected the following officers: R. Roemer, Secretary: H. Wolter, Financial becreatery: Theodore Friedricksen, Treasurer: H. Stoffmann, G. Sobasfer and K. Vollmer, Auditors, On Feb. 7, the sixth anniversary of the school will be celebrated.

NOW READY. THE FEBRUARY PART OF THE

THE BEST JOURNAL FOR LADIES AND FAMILIES. FOUR COMPLETE STORIES, ILLUSTRATED

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book during the holidays or a Christmas

PEB. 1.

Doctors McCoy, Wildman and Blair have decided to treat all cases of Catarrh coming to them before Feb. 1, 1801, at the low rate of five dollars a month until cured, and furnish all medicine. Their offices are 5 East 424 st., 92 3th ave., 853 Broadway, corner 14th at., New York, and 187 Montague at., Brooklyn.

McCOY, WILDMAN and BLAIR, until I have fifteen or twenty-five, but the wishes of the firm regulate these matters.

It is also business-like to meet weekly ex. D2STHAVE...Near 14th St...NEW YORK:

Opposite Academy of Music, where all curable diseases are treated with success. Specialties: Catarrh, all throat and cheef diseases, all nervous diseases, chronic diseases. I ryou live as a distance write fire a symptom blank. Address all mail to 5 kast aid at. Willey Music, 10 a.M., 210 4 P. M., 750 P. M. daily. Sundays, 9 to 11 A.M. and 2 to 4 P. M. "Careful management will always secure this happy state of affairs, which is alike so completely a relief to yourself as well as to "I can only add that patience and perse-

CEO. C. FLINT CO.,

than 200 members; and three delegates for more than 200 members. A charles was granted to a new local union yesteday, organized at Galvestee, Texas; it received to 230. The receipts at the general office wers 258.50 in the west. Local Assembly 3,706, K. of L., of Pueblo, Col., solds its regular meeting: at the City Hall of that About 100 cleakmakers went en trike at Robmas t Co.'s abop, 457 Hroadway, yeaterday, became the irm refused to sign the new scale of wages proposed by the Cloakmakers' Union. The Socialists of Massachusetts will hold a State Convention on Jap. 18 at 1996 Tremont street, Boston.

The Italian branch of the Custom Tailors' Union, founded by Wm. Kilngenberg at 263 Bow-ery, has over righty members already. They will

The shops of the Journsymen Taliors' Protective and Renevolent Union are voting upon the question whether or not to send delegates to the Radional Convention of the Journsymen Taliors' Union of America. One hundred dollars were granted to the Rochester shoemakers by a vote of 645 against 315. The Agitation Committee reported favorable progress and that a measurementing will be held at Claresion Hail this swening.

Henry Foth has been elected to a vacancy in the Ruectuve Board of Furniture-Workers' Union No. 7. The petition droutated by the executive officers of the American Federation of Labor in favor of woman suffrage was snanimously indopsed. At nati-woman suffrage was snanimously indopsed, at nati-works' setting all shops will have to present their price lists. A special committee was appointed to

The Staten Island District Council of the Carpenters' Brotherbood, the United Order of Statbuilders, the Brick Handlers Union and the Mystle
Tie Association sont new designate to the Building
Trades Section of the Central Labor Union paterdar, The Board of Walking Delegates was instructed to order a strike on the Lease &
Watt Orphan Asylum, at Ludlow, where 'scale'
painters of Youkers are at work. The complainscaling the Operative Painters' Union, some of
whose members are said to have taken employment
from the beycotted firm of Walter Sects & Son, was
laid over.

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oung Ladies' Journal

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